



# BJIT Group Business Experiences in Bangladesh

16<sup>th</sup> February 2023 v1.0



# Self Introduction

Name: Masaki Horikawa (堀川 雅紀)



## Job History

1992 - 2020 : NTT DATA

2010 - 2012 : Vertex Inc.(Director), BNIS (Director)

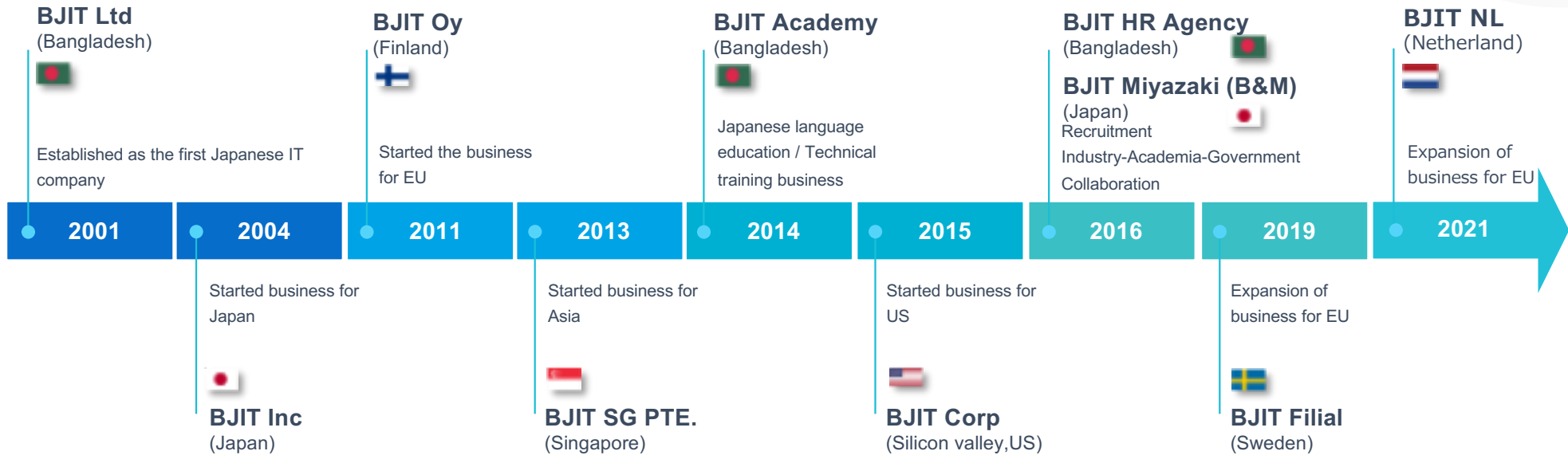
2012 - 2016 : NTT DATA Myanmar (CEO)

2017 - 2020 : NTT DATA Bizintegral (CEO)

2020 - : BJIT Inc. (CEO)

# Company History

## Global operations in 7 countries



**Running for 21 years, and having 800+ employees in whole groups**

**Offshore development** Engineers 700 people +

**Onsite development** Engineers 80 people

**Recruitment** Obtained a license to introduce personnel officially recognized by the Government of Bangladesh

**BJIT Academy** Japanese language education / technical training business



# BJIT Features

## Largest offshore company in Bangladesh

### Attractions of Bangladesh



Japan Friendly  
Emerging IT Countries

- GDP growth rate 8.13.
- Average national age 26 years old.
- Average TOEIC score of 895 points.
- Abundant engineering resources.

### For Global and Japanese Companies Development System



English-based PJs are also available  
Support in Japanese

- 20 Japanese BSEs in Tokyo
- Technical consultants in Tokyo
- Extensive experience in English-based projects not only in Japan, but also in Europe and the U.S.

### Covers a wide range of fields



A wide variety of technology

- Supporting a wide range of fields from applications to infrastructure
- Actively augment engineers in cutting-edge technologies such as AI and Fintech.
- Utilization of BJIT Academy.



# Feature #1: Attractiveness of Bangladesh

## Bangladesh, Asia's Most Notable Emerging Country

### Population

**167 million**

It has the 8th largest population in the world in the land area (about twice that of Hokkaido) and is called the world's highest population density

The birth rate is very high, with about 60% of the population under the age of 30 and an average age of **26**.

### GDP Growth Rate / <FY2019>

**8.13%** (Continued growth of 6% or more since 2000)

It is said that the working-age population accounts for two-thirds of the population and the demographic dividend will continue for the next **30** years. Utilizing its abundant resources, it is the second largest producer in the world after China in terms of exports of the apparel industry.

### English Skills

**895 point/990 point**

TOEIC highest average score by country in the world, and since English is used from primary education to university, there are many people who are fluent in English in non-native languages.

### Competitive Ratio

**500 times**

The popularity of IT engineers is extremely high, and at the top-class polytechnic universities in the country, the entrance examination rate for the Information Systems may exceed **500** times.

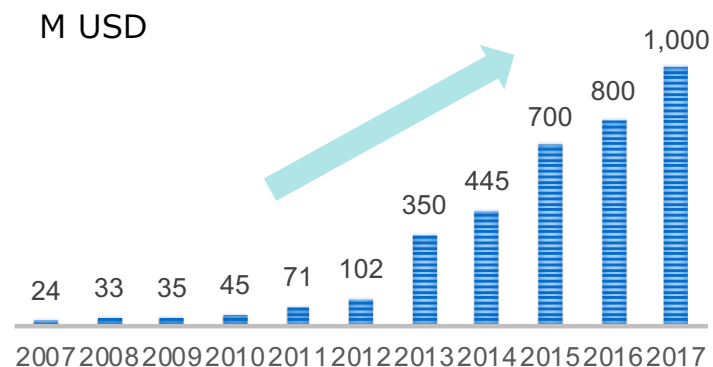


Located next to India, pro-Japanese country

# Feature #1: Attractiveness of Bangladesh

## Current Status and Future Prospects of Bangladesh IT Industry

**Bangladesh IT Export Turnover** [Source: BASIS].



**IT Engineer Personnel Application multipliers for information science faculties.**

**500 times**

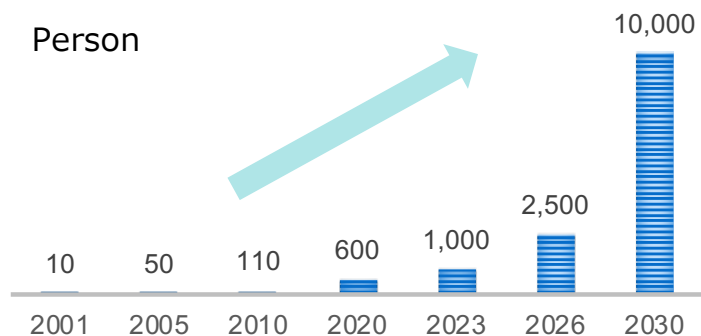
IT engineers are extremely popular, and at some of the top engineering universities in the country, the admissions multiplier for information science departments can exceed 500 times.

**BJIT's new graduate multiplier**

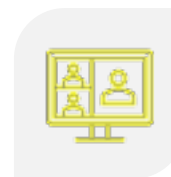
**14.5 times**

In FY 2021, We hired 134 fresh graduates out of approximately 2,000 applicants, training is provided at the BJIT Academy after employment.

**BJIT Group Number of Employees**



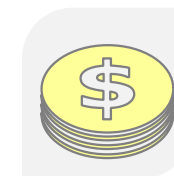
### Bangladesh Government Policies



**Digital Bangladesh → Smart Bangladesh**



**Approximately 100,000 more IT personnel per year**

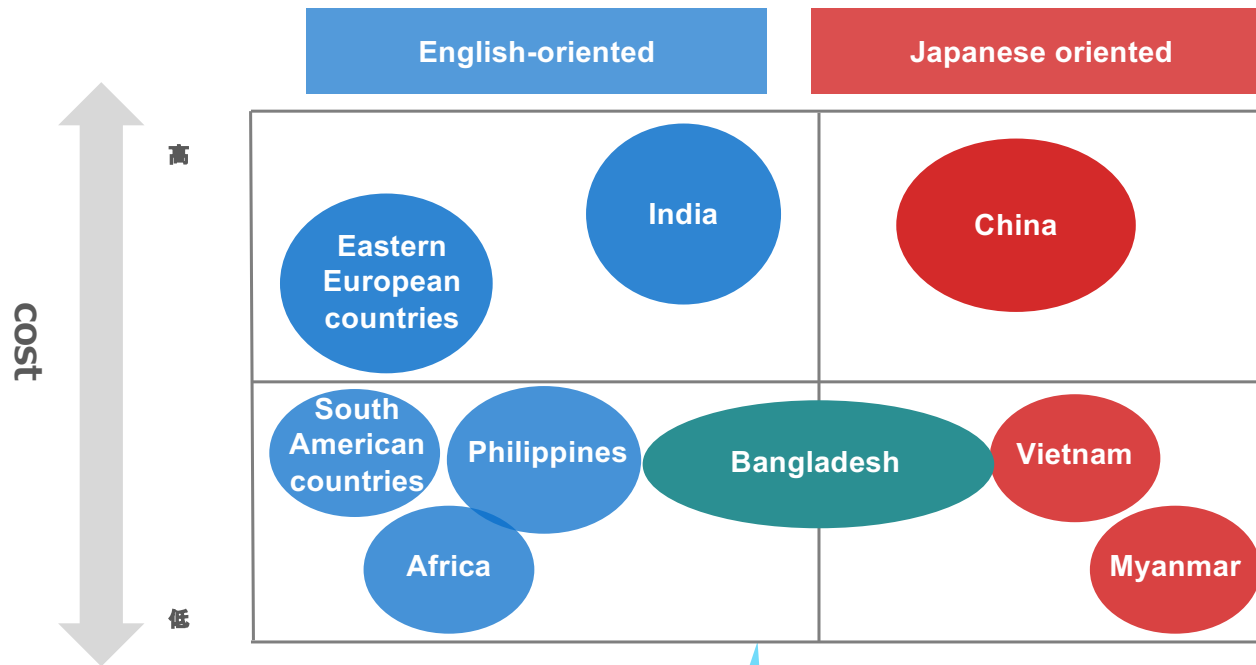


**Special Economic Zone (EPZ) Sales Incentives**



# Feature #2: Development system that can respond to global and Japanese companies




## Global segmentation



Clean English & Friendly, cooperative people

# Feature #2: Development system that can respond to global and Japanese companies

## Global development system that leverages our Japan base

	(your) company (Japan)	BJIT (Japan Corporation)	BJIT (Dhaka Corporation)
member	 <ul style="list-style-type: none"> <li>N/A</li> </ul>	 <ul style="list-style-type: none"> <li><b>Japanese BSE technical consultant</b></li> </ul>	 <ul style="list-style-type: none"> <li>PM, TL, SE, QA</li> </ul>
location	Tokyo	Tokyo	Dhaka
Language	Japanese (language)	Japanese & English	English (language)

**Japan Corporation**

Unique to Japan  
high context  
Cultural savvy



**Dhaka Corporation**

English-based  
Global PJ  
experienced



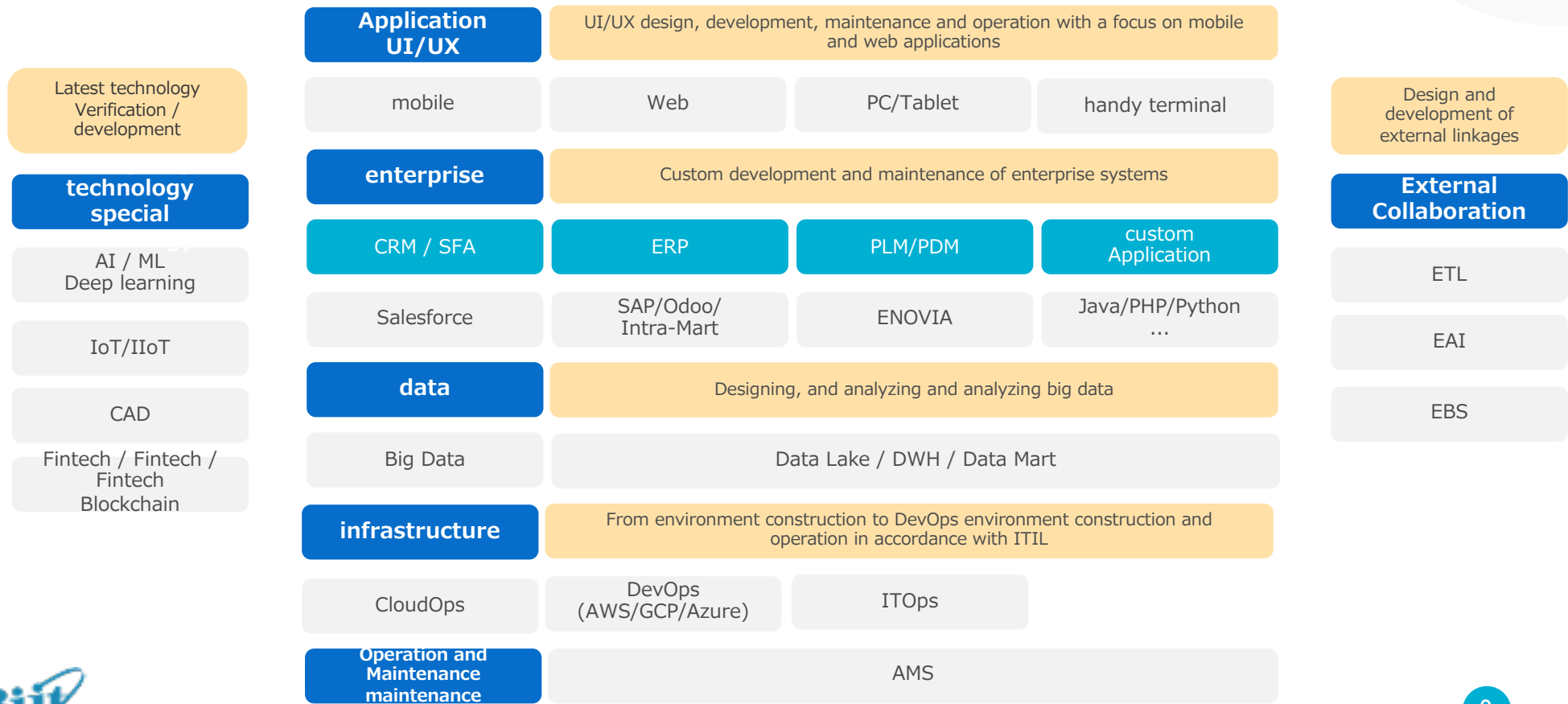

**Japanese-language support for your company's English-based global PJ promotion**

We can provide a wide range of services to meet, chat, and document your company's needs.



# Feature #3: Covers a wide range of fields

## Developing a wide range of business areas



# Feature #3: Covers a wide range of fields

## Focus on IT personnel development in cooperation with BJIT Academy

### Japanese language education and IT technology training institute BJIT Academy

- ◆ Full-time trainers with extensive experience in software development support training. Support for acquisition of various certifications is also provided.

- Mobile App Development
- Web Design & Development
- AI & Machine Learning
- Basic ERP & CRM
- Data Analytics
- UI/UX Framework Development
- Database Administration
- Software Quality Testing (SQT) Automation
- Blockchain
- Quantum Computing

(lessening the significance or value of the previous word)  
the likes of



### Raise and stabilize the standard of BJIT employees

- ◆ Curriculum for new employees to ensure standards

17-week curriculum from soft skills to hard skills



#### Basic Training

4 weeks

- BJIT development methodology (processes, tools, etc.)
- Soft skills such as Japanese business etiquette



#### Specialized Training

9 weeks

- Technology training to be used at the assignment site



#### Final Training

4 weeks

- Conduct software development as on-the-job training under the supervision of PMs and TLs, and evaluate the results

# Service delivery system

## Propose the best team structure to meet your company's needs

### On-site (resident)

#### Support at the customer's side

We will be stationed at the customer's site and participate in the project. We can communicate smoothly on site.

**Contract type:** Temporary staffing or outsourcing contract.

**Billing unit:** monthly (hourly or fixed).

### Offshore (lab-based)

#### We have a dedicated development team.

It is suitable for flexible development systems based on project status, such as new projects for which timeframes and budgets are difficult to determine.

**Type of contract:** Outsourcing contract

**Billing unit:** monthly payment (number of persons)

### Project (contracted)

#### We'll start with a firm timeframe and specifications."

We will estimate the man-hours required to start the project and agree on the delivery date and deliverables before the project begins.

**Type of contract:** Contractor agreement

**Billing unit:** lump-sum payment after delivery and acceptance inspection, etc.

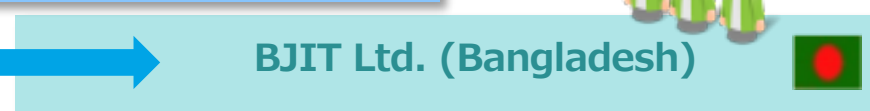
### On-site (resident)



### BJIT development team (lab or project type)



### Offshore



# Project Support System

## Bangladesh Offshore Development Center



### Perfect security and facilities

The BJIT offshore development base is equipped with a thorough security system and environment for electric power and communication lines, and has passed on-site audits by major companies.



### Process improvement, quality management

Acquired "CMMI Level 3" and "ISO9001" for the purpose of improving development quality management.  
(Scheduled to acquire CMMI Level 5 in 2022).



Authentication by facial recognition



### Stable development / maintenance operation team

It is an environment where you can request offshore development with confidence..



# Office Building 1



New Head Office  
at Badda, Dhaka



Capacity: 500



Inside of Head  
Office



# Office Building 1



Face Recognition



Training Room



Canteen

# Office Building 2

Baridhara J, Dhaka. Capacity: 300



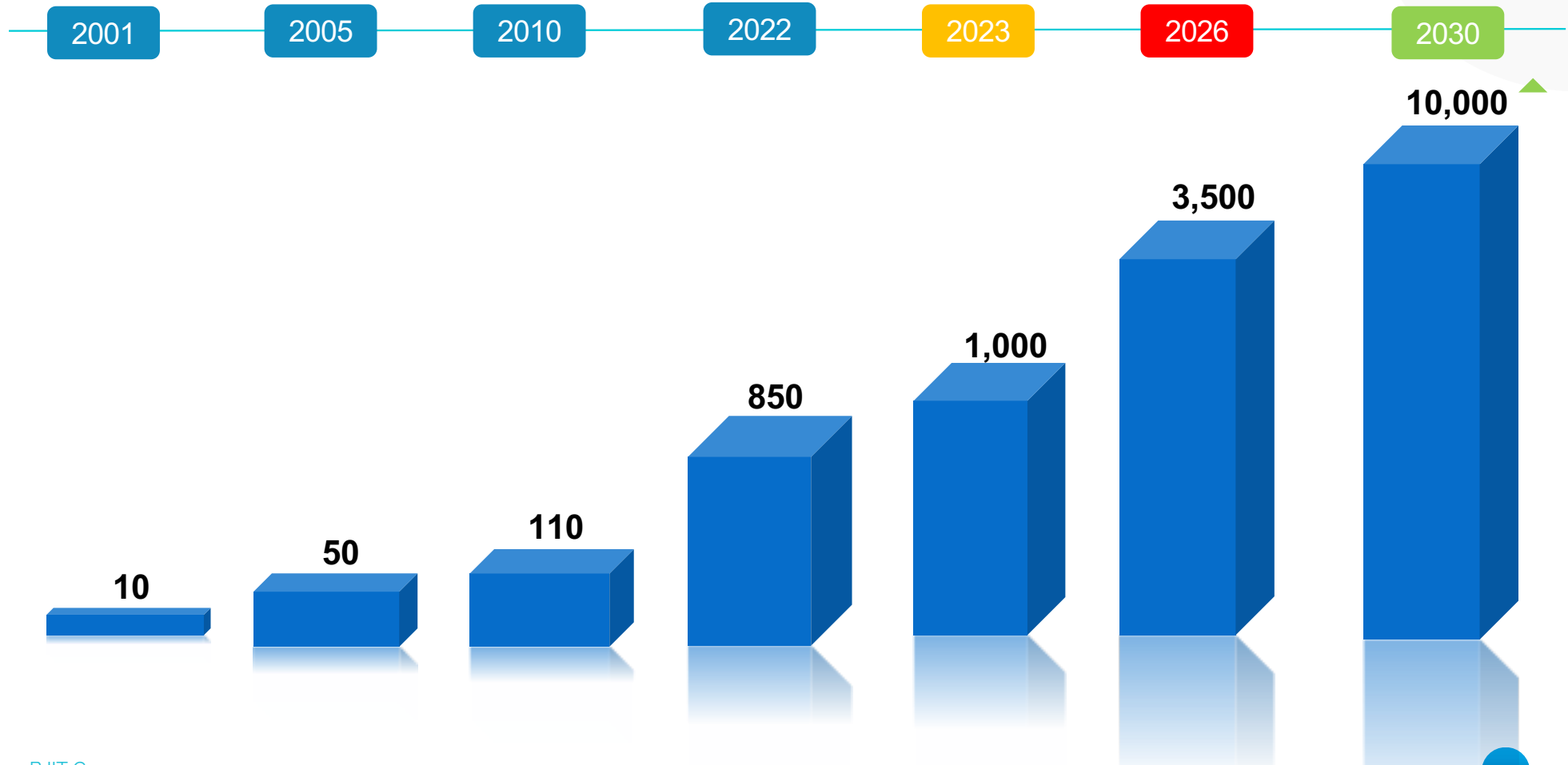
# Office Building 3

Baridhara J, Dhaka. Capacity: 300





# Our growth **Records and Plan**



# Hi-Tech Park Utilization Plan



Building construction has already started.

The building is scheduled to be completed and put into use at the end of 2025.

The ability to secure such a large development environment is essential for the future expansion of our group.

The requests are as below.

1. Improvement of transportation access
2. Development of hotels and apartments for employees and visitors
3. Provision of a stable high-speed network and electricity supply
4. Development of shopping malls
5. Security in the park

# Bangabandhu Hi-Tech Park Dhaka

Bangabandhu Hi-Tech City, Kaliakoir, Gazipur, Dhaka (40 km from Dhaka). Total size : 355 Acre  
BJIT : Plot 05, Size of land : 24,281 SQM, Capacity for 6,000 employee (Two 10 storey building)



# Office Building 1 in Hi-Tech Park

Under Construction, Capacity: 3000, Open from December 2025





Get in touch with us

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